Message Text

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PAGE 01 JAKART 06805 250446Z ACTION COME-00

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UNCLAS JAKARTA 6805

TO: MR. CHARLES JUHN
EXPORT MANAGER
FISHER SCIENTIFIC CO.
TELEX NO. 138287 FISHERSCI

EO 11652: NA

TAGS: EFIN, ETRD, ID

SUBJ: GOI TENDER FOR PURCHASE OF SCIENTIFIC LABORATORY EQUIPMENT

THANKS YOUR TELEX 5/13. DISCUSSED LABORATORY EQUIPMENT PROJECT WITH MRS. BULY, MINISTRY OF FINANCE, 5/16 AND HAVE SUBSEQUENTLY HAD TWO MEETINGS WITH YOUR REP MULYADI OF P.T. SIXANT. I UNDERSTAND GOVERNMENT THIS WEEK WILL ASK ALL BIDDERS SUBMIT NEW FINANCIAL PROPOSALS. MRS. BULY TOLD ME YOUR PROPOSAL DOES NOT SPECIFY GUARANTEE FEE OR WHO WILL PAY IT. ALSO INDONESIAN GOVERNMENT DOES NOT WANT FLOATING RATE OFFER AND WOULD STRONGLY PREFER SEVEN YEAR TERM WITH TWO-YEAR GRACE PERIOD. RECOGNIZE THESE ARE TOUGH CONDITIONS. ALTHOUGH GOVERNMENT WILL NOT REJECT FINANCE PACKAGES WHICH FAIL TO MEET THESE TERMS, IT CANNOT BE REGARDED AS UNLIKELY THAT OTHER SUPPLIERS MAY BE ABLE TO OFFER SUCH A PACKAGE.

THOMAS C. COLWELL AMERICAN EMBASSY JAKARTA, INDONESIA NEWSOM UNCLASSIFIED

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NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X

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Subject: GOI TENDER FOR PURCHASE OF SCIENTIFIC LABORATORY EQUIPMENT THANKS YOUR TELEX 5/13. DISCUSSED LABORATORY

EQUIPMENT PROJECT WITH MRS. BULY, MINISTRY O F FINANCE, 5/16

TAGS: EFIN, ETRD, ID

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